



IT Performance Suite: How to Sell – Partner Sales Certification Training, Series 100

Course description

This course teaches how to sell the HP IT Performance Suite(ITPS) solution and increase the deal size. It covers the fundamental business challenges involved in ITPS along with understanding the customer at a high level. The course also covers developing value propositions that focus on these challenges. Considerable time will be spent on understanding the full capabilities of the IT Performance Suite solution along with qualifying and developing the opportunity around specific sales approaches.

Who should attend

Sales professionals

Prerequisites

For complete prerequisites and requirements to achieve any of the related certifications or upgrade paths, see the certification description on the HP ExpertOne website.

Objectives

After completing this course, you should be able to do the following:

- Sell the HP IT Performance Suite(ITPS) solution and potentially increase the deal size.
- Understand the fundamental business challenges involved in ITPS

How to register

View the to register for the [HP ExpertOne Global Training Calendar](#) trainings offering that best meets your needs.

Policies, fees and cancellations

Course fees may vary and are established and collected by the training center delivering the course. Cancellation fees may apply. Contact your HP Authorized Training Partner for their respective policies.

For more information

HP ExpertOne: www.hp.com/go/ExpertOne-ContactUs

HP ExpertOne Training: www.hp.com/go/ExpertOneTraining

Course ID	00671909
Course format	VCR,VCL
Typical Course length	4 hours 12 minutes
Delivery languages	English

[Register for this course.](#)

Find this course in the Training calendar and click the “Register” link in the last column to begin your registration.

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